

Message Text

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70

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/SAD/DSLWICKI/BT

APPROVED BY EB/OCA/CM:BEBYRON

COM/SAD/JEMURRIN

COM/F/B/PFIELDS

COM/S/P/S/Y/RTURNER

COM/DM/WTATGE

EUR/RPE/RBRESLER(INFO)

----- 038963

P 122302Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS PRIORITY

AMEMBASSY MADRID

AMCONSUL BARCELONA

UNCLAS STATE 088044

E.O. 11652: NA

TAGS: BEXP, SP, BE

SUBJECT: HEALTH CARE BIOMEDICAL TSS

REF: BRUSSELS 3476

1. FIRMS INDICATING VISIT TO GHENT ARE OCG TECHNOLOGY; BARNSTEAD; GENERAL ELECTRIC; AND ELECTRO MEDICAL SYSTEMS. WILL NOT BE ABLE TO RECEIVE REPLY UNTIL 4-13 FROM HEALTH FACILITIES. ELECTRO NUCLEONICS AND HYCEL HAVE EUROPEAN REPS RESPONSIBLE FOR DECISION PLEASE CONTACT THEM DIRECT.

2. TO HELP CLAIRFY PRIVATE PRESENTATION. THESE PRESENTATION SHOULD BE SCHEDULED TO LAST APPROXIMATELY ONE HOUR AND WOULD COMPLIMENT INDIVIDUAL MEETINGS. AUDIENCE WOULD BE DIRECTED TO MAJOR PRODUCT BEING PROMOTED. FOR GE, AUDIENCE WOULD BE PHYSICIANS ETC. IN VISUAL DIAGNOSTIC FIELD

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INCLUDING RADIOLOGISTS. BARNSTEAD WOULD LIKE TO ATTRACT PH-

ARMACUTICAL AND CLINICAL PERSONNEL. OCG WOULD BE INTERESTED
IN PRESENTATION TO CARDIOLOGISTS OR OTHERS IN CARDIO VAS-
CULAR DIAGNOSIS. MEDICAL SYSTEMS WOULD LIKE TO MAKE PRESENT-
TATION TO SURGEONS.

3. WILL OBTAIN ANSWER FROM HEALTH FACILITIES ON 4-13

SAME CONDITIONS FOR REMAINING FIRMS AS LAST SENTENCE PAR
1 ABOVE.

4. THIS CONFIRM TELCON BETWEEN LEWIS-SLIWICKI ON 4-7.
KISSINGER

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NNN

Message Attributes

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